



Abar Hutton Media
6190 Groverdale Ct
Ste 200
Alexandria, VA 22310-2552

Schedule Dates 08/16/12-08/22/12

Advertiser American Chemistry Council (29614)

Agency Abar Hutton Media (1555)

Product
POLITICAL ISSUE (ns) (1187)

Brand AMER CHEM COUNC 8/16 (467858)

Salesperson TeleRep/DC, Washington DC (2995)

Sales Office **TeleRep Washington DC**

Buyer Name SCATTERGOOD,JEFF

Phone/Fax

CPE

Account Types

Billing Type

Comments

Date Entered 08/15/17

Last Modified 08/15/12

Entered By Jessica Landolfo

	CO-OP	NO
1. The company's financial position is sound.	70%	68%
2. The company's management is competent.	72%	70%
3. The company's products are of high quality.	75%	73%
4. The company's services are excellent.	78%	76%
5. The company's reputation is good.	80%	78%
6. The company's employees are well-trained.	82%	80%
7. The company's facilities are modern.	85%	83%
8. The company's policies are fair.	88%	86%
9. The company's future prospects are bright.	90%	88%
10. Overall, I am satisfied with the company.	92%	90%

Headline #	002000 /
------------	----------

Demo	A35+
------	------

Order type	Normal
Order type	Normal

Faculty Dean

—

Commission	\$5,010.00
------------	------------

Net Total	\$28,390.00
-----------	-------------

Sales Tax

Salt Lake City (KUTV)

by Broadcast Month

2017. 2017. 2017.

Kale

00.00

00.00

National/Political Issue Agency BRD
Standard
AMER CHEM COUNC 8/16
***** THIS IS A CASH IN ADVANCE SCHEDULE *****

Commission %	15.00
Commission	\$5,010.00
Net Total	\$28,390.00
Sales Tax	

<u>By Broadcast Month</u>	<u>Spots</u>	<u>Rate</u>
Aug. 2012	42	\$33,400.00
Grand Total:	42	\$33,400.00

[illegible]

CONFIRMATION CONTRACT

Accepted-Agency/Advertiser:

Date:

Accepted-Station:

Date: _____

Comments:

B/E Bookend P/B Piggy Back



KUTV
299 S Main St
Ste 150
Salt Lake City, UT 84111

Abar Hutton Media
6190 Groverdale Ct
Ste 200
Alexandria, VA 22310-2552

Contract # 1355241

Schedule Dates 08/16/12-08/22/12
Advertiser American Chemistry Council (29614)
Agency Abar Hutton Media (1555)
Product POLITICAL ISSUE (ns) (1187)
Brand AMER CHEM COUNC 8/16 (467858)
Salesperson Telerep/DC, Washington DC (2995)
Sales Office Telerep Washington DC
Buyer Name SCATTERGOOD,JEFF
Phone/Fax /
CPE 549
Account Types National/Political Issue Agency BRD
Billing Type Standard
Comments AMER CHEM COUNC 8/16
***** THIS IS A CASH IN ADVANCE SCHEDULE *****,

Date Entered 08/15/12
Last Modified 08/15/12
Entered By Jessica Landolfo
CO-OP No
Headline # 06280671
Demo A35+
Order Type Normal
Package Deal
Commission % 15.00
Commission \$5,010.00
Net Total \$28,390.00
Sales Tax

Salt Lake City (KUTV)		
By Broadcast Month	Spots	Rate
Aug. 2012	42	\$33,400.00
Grand Total:	42	\$33,400.00

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Mo	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
1.0	Normal Line / News (1)	08/20/12-08/24/12	1	:30	5:30A- 6A (MST)	2	X	X						2	\$300.00	\$600.00	Salt Lake City (KUTV)		8/15/12
2.0	Normal Line / News (2)	08/16/12-08/17/12	1	:30	6A- 8A (MST)	4				X			X	4	\$700.00	\$2,800.00	Salt Lake City (KUTV)		8/15/12
3.0	Normal Line / News (3)	08/20/12-08/22/12	1	:30	6A- 8A (MST)	6	X	X	X					6	\$700.00	\$4,200.00	Salt Lake City (KUTV)		8/15/12
4.0	Normal Line / SPOT (4)	08/20/12-08/22/12	1	:30	8A- 9A (MST)	3	X	X	X					3	\$300.00	\$900.00	Salt Lake City (KUTV)		8/15/12
5.0	Normal Line / News (5)	08/17/12-08/17/12	1	:30	12P- 1P (MST)						1			1	\$350.00	\$350.00	Salt Lake City (KUTV)		8/15/12
6.0	Normal Line / News (6)	08/21/12-08/24/12	1	:30	12P- 1P (MST)			1						1	\$350.00	\$350.00	Salt Lake City (KUTV)		8/15/12
7.0	Normal Line / News (7)	08/17/12-08/17/12	1	:30	4P- 4:30P (MST)						1			1	\$400.00	\$400.00	Salt Lake City (KUTV)		8/15/12
8.0	Normal Line / News (8)	08/20/12-08/22/12	1	:30	4P- 4:30P (MST)	3	X	X	X					3	\$400.00	\$1,200.00	Salt Lake City (KUTV)		8/15/12
9.0	Normal Line / News (9)	08/17/12-08/17/12	1	:30	4:30P- 5P (MST)						1			1	\$500.00	\$500.00	Salt Lake City (KUTV)		8/15/12
10.0	Normal Line / News (10)	08/20/12-08/22/12	1	:30	4:30P- 5P (MST)	3	X	X	X					3	\$500.00	\$1,500.00	Salt Lake City (KUTV)		8/15/12
11.0	Normal Line / News (11)	08/16/12-08/17/12	1	:30	5P- 5:30P (MST)	2				X		X		2	\$1,000.00	\$2,000.00	Salt Lake City (KUTV)		8/15/12
12.0	Normal Line / News (12)	08/21/12-08/24/12	1	:30	5P- 5:30P (MST)									1	\$1,000.00	\$1,000.00	Salt Lake City (KUTV)		8/15/12
13.0	Normal Line / News (13)	08/16/12-08/17/12	1	:30	6P- 6:30P (MST)	2				X		X		2	\$1,000.00	\$2,000.00	Salt Lake City (KUTV)		8/15/12
14.0	Normal Line / News (14)	08/20/12-08/22/12	1	:30	6P- 6:30P (MST)	2	X	X	X					2	\$1,000.00	\$2,000.00	Salt Lake City (KUTV)		8/15/12

CONFIRMATION CONTRACT

Accepted-Agency/Advertiser:

Date:

Accepted-Station:

Date:

Comments:

AUG15/12 14.2
*** KUTV-TV ***

15

BUYER NAME	<u>JEFF SCATTERGOOD</u>
SALES PRSN	<u>WA- CHERYL BLAIR</u>

AUG15/12 14.2
*** KUTV-TV ***

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
4			800A-900A	30		\$300.00	8/20	8/22	3		M-W	3
PROGRAM : THE EARLY SHOW												
5			1200N-100P	30		\$350.00	8/17	8/17	1		FRI	1
PROGRAM : NEWS NOON												
6			1200N-100P	30		\$350.00	8/21	8/21	1		TUE	1
PROGRAM : NEWS NOON												
7			400P-430P	30		\$400.00	8/17	8/17	1		FRI	1
PROGRAM : NEWS												
8			400P-430P	30		\$400.00	8/20	8/22	3		M-W	3
PROGRAM : NEWS												
9			430P-500P	30		\$500.00	8/17	8/17	1		FRI	1
PROGRAM : NEWS												
10			430P-500P	30		\$500.00	8/20	8/22	3		M-W	3
PROGRAM : NEWS												
11			500P-530P	30		\$1,000.00	8/16	8/17	2		TH-F	2
PROGRAM : NEWS AT 5PM												
12			500P-530P	30		\$1,000.00	8/21	8/21	1		TUE	1
PROGRAM : NEWS AT 5PM												
13			600P-630P	30		\$1,000.00	8/16	8/17	2		TH-F	2
PROGRAM : NEWS AT 6PM												
14			600P-630P	30		\$1,000.00	8/20	8/22	2		M-W	2
PROGRAM : NEWS AT 6PM												
15			1000P-1035P	30		\$2,500.00	8/16	8/17	2		TH-F	2
PROGRAM : NEWS AT 10												

REP HEADLINE# 6280671
*** ORIGINAL REV#0 ***

REP: TEL# 215-564-1206
CREDIT ADVISORY: AGENCY
ORDER WORKSHEET

FAX# 215 564 1103
CREDIT RISK !!!
HARRIS REPORT FROM REP
AUG15/12 14.2
*** KUTV-TV ***

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
16			1000P-1035P	30		\$2,500.00	8/22	8/22	1		WED	1
PROGRAM : NEWS AT 10												
17			500P-600P	30		\$500.00	8/18	8/18	2		SAT	2
PROGRAM : NEWS AT 5PM												
18			1000P-1035P	30		\$1,500.00	8/18	8/18	1		SAT	1
PROGRAM : NEWS AT 10 SAT												
19			700A-800A	30		\$250.00	8/19	8/19	1		SUN	1
PROGRAM : NEWS												
20			930A-1000A	30		\$600.00	8/19	8/19	1		SUN	1
PROGRAM : FACE THE NATION												
21			500P-600P	30		\$750.00	8/19	8/19	1		SUN	1
PROGRAM : NEWS AT 5PM												
22			1000P-1035P	30		\$2,000.00	8/19	8/19	1		SUN	1
PROGRAM : NEWS AT 10 SUNDAY												
AUG/12 33400.00												

CONTRACT TOTAL 33400.00
TOTAL SPOTS 12

MARKET TOTALS \$61,851 KUTV 54% KTVX 5% KSL 18% KSTU 23% KUCW 0% KJZZ 0% KCSG 0%
KMYU 0%

SVC- NONE
DEMOS- RA35+*